

# ***Headquarters U.S. Air Force***

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***Integrity - Service - Excellence***

## **Air Force Acquisition Executive Panel Discussion**

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Office of the Asst Secretary of the Air  
Force (Acquisition)**

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# ***Our Environment***

- **Environment has changed and so must our culture**
- **Our focus should be to train people to design, implement, and execute effective acquisition strategies**
- **Every acquisition needs to focus on how to motivate and incentivize contractor teams**
  - **Contractor performance must be held accountable**
- **Efficiency is survival - dollars have already been diverted in the 12 PB**
- **We need to understand where every dollar is going and treat it like our own**
- **Implement the efficiencies without jeopardizing warfighting capability, product delivery, cost or schedule**
- **We need to have a dialogue with MAJCOM Customers about Requirements where appropriate**

***Deliver Systems and Capability Effectively and Efficiently***

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# ***Principles for Effective Stewardship***

- **The significant challenges facing the Air Force in a “down” cycle for defense are:**
  - **Resources will decline and the downturn will likely last beyond the FYDP - make tough choices now rather than later**
  - **Efficiencies will be a partial solution and must become the standard - stay focused on tail to tooth**
- **The notion that we can maintain the status quo cannot be the Air Force’s path forward**
  - **Don’t take on resource commitments that are unaffordable in the long run**
  - **Prioritize investments to drive down long-term operating costs**
  - **Emphasize flexibility in the face of funding instability**

***Properly Managing Resources in a Time of Fiscal Austerity***

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# Acquisition Leadership Forum

## (ALF) Key Takeaways

- **Insights from SECAF, FM, OSD/AT&L, Disney, Special Ops, and Sr. Acquisition leadership**
  - We're at an inflection point beyond efficiencies requiring cultural change
  - Expect flat to declining budgets so must live with less money and make adjustment in what we can afford
  - Don't view the glass as half empty or half full – focus on what we are doing with what we have
  - View the taxpayers as our shareholders
  - We're paying too much for contracts across the board (avg. 7-15%)
  - Industry knows more about us then we know about them
  - The art of the business deal is all about info (knowledge) and preparation – capitalize on full team, understand details, and persuade with facts

***Must get maximum amount of combat capability out of each dollar***

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